



THE

BEST CHOICE

FOR YOUR

HOME SALE



Listing Presentation



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OVERVIEW

- About Us
- About You & Your Home
- Comparative Market Analysis
- Pricing
- Questions





ABOUT **US**

M I H A R A

M
&
ASSOCIATES_{Inc.}

- Mihara & Associates Track Record in Tampa Bay
- Top 1% – Nationwide
- Cumulative Sales Volume since 1998 – over \$235 million
- Cumulative Number of Transactions since 1998 – over 1,000 homes sold
- Top 1% Sales Volume – Florida
- Top 50 Agent – Tampa, Florida
- Top Selling Agent with its former brokers since 1998
- Top Listing Agent with its former brokers since 1998
- Top Total Volume with its former brokers since 1998
- Top Total Units Closed for its former brokers since 1998
- Customer Service Awards consistently from its former brokers since 1998

RECENT **SALES**

SOLD



**202 Blanca
Davis Islands
Tampa
7.2 Million
Record Sale**



**4912 Andros
Tampa
2.75 Million**



**235 Howard
Belleair Beach
2.5 Million**

TELL ME ABOUT **YOUR HOUSE**



- What drew you to this home when you bought it?
- What is your favorite feature of this house?
- What do you like about your neighborhood?
- What are some nearby attractions and amenities?
- What don't you like about it?



IMPORTANT QUESTIONS



- **Why** are you moving?
- **How** soon do you need to move?
- **What** are you looking for from your agent?
- **Do** you anticipate any major challenges with selling your home?
- **What** will you do if your home doesn't sell?

This information will help me determine the best course of action as we go through the process of selling your home.



THE *PRICE DERIVATIVE*

Every property will sell and has the potential to sell quickly, and the price is the No. 1 factor controlling this outcome.

ASKING
PRICE

PERCENT
OF BUYERS

+15%

10%

+10%

30%

Market Value

60%

-10%

75%

-15%

90%



COMPETITIVE *MARKET ANALYSIS*



- Comparables include sales from all real estate agents and companies
- I check public records in addition to MLS
- The best measure of value is sold listings
- Active listings demonstrate supply and competition
- Withdrawn/expired listings usually demonstrate an overpriced listing.



THE SELLER'S *ROAD MAP*



***THANK
YOU!***



Selling your home is a big deal
and I take the task very seriously.
The fact that you have considered
me to help you accomplish this
means the world to me!